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ABSTRACT

Two steps are required to obtain a real estate salesperson's license in Texas: (1) selecting a broker to serve as an advisor, and (2) meeting personal requirements (at least 18 years old, a Texas resident, completion of a minimum of 12 semester hours of real estate and related courses, application, acceptable score on state exam, and payment of fees). Obtaining a broker's license requires holding a salesperson's license for two years, completion of 15 semester hours of real estate courses, application, and a satisfactory score on the exam. The Real Estate License Act of 1975 calls for incremental increases in the educational requirements for both positions through 1985. The Texas Real Estate Commission (TREC) has established guidelines to determine which non-real estate courses and subject areas can be applied to the educational requirements. During 1975-76, 83 postsecondary institutions (44 community colleges and 39 senior colleges) and 15 proprietary schools offered real estate courses in 24 planning regions in Texas--these courses were attended by 48,433 people. These institutions and the courses they offer in areas such as principles of real estate, finance, investment, property management, and marketing are listed. Additionally, the information on TREC and the salesperson examination locations are provided. (AYC)

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Obtaining Your License

Careers in Real Estate

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Texas Real Estate Research Center/Texas A&M University

OBTAINING YOUR LICENSE: Careers In Real Estate

By

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I

PROCEDURES TO OBTAIN A REAL ESTATE SALESPERSON'S LICENSE

January 1, 1979 through December 31, 1980

Step 1 -- Select a Sponsoring Broker

Through your banker, lawyer or some business acquaintance, determine the names of two or three brokers whose business organizations would seem most suitable to your situation and whose organization would seem to offer the best future for you. Be selective. The broker with whom you decide to associate, if (s)he is prudent, will be selective. A responsible broker will not sponsor you if (s)he does not feel the association will be mutually beneficial. You would not or should not want to be sponsored by a broker who is not responsible.

When you do make a contact with a broker, (s)he will advise you about licensing requirements which must be met as a prerequisite for sales work in the real estate agency field and will join with you in filing an application to license you as a salesperson with the Texas Real Estate Commission.

Step 2 -- Fulfilling Your Personal Requirements

Legal age - 18 or older
Texas resident (at least 6 months)
U.S. citizen (or legally admitted alien)
Complete a minimum of 12 semester hours in real estate and related courses*
Submit Application for Salesman Licensure to Texas Real Estate Commission (includes character, bank and financial references)
Make an acceptable score on state exam (given in locations throughout Texas on a rotating basis)
Pay $10 assessment to the Real Estate Recovery Fund

Step 3 -- Need a Broker's License?

Must hold a salesperson's license for two years out of the 3 years preceding application
Must complete a cumulative total of 15 semester hours in real estate and related courses*
Submit Application for Broker Licensure (Texas Real Estate Commission)
Make satisfactory score on exam

* Educational requirements can be the equivalent of semester hours, i.e., 180 clock hours equate to 12 semester hours and 225 clock hours equate to 15 semester hours. All Texas colleges and universities that are members of The Southern Association of Colleges and Universities and offer real estate courses meet these requirements.

Approved Proprietary Schools -- Private real estate schools must be approved by the Texas Real Estate Commission to meet clock hour requirement.

Texas Association of Realtors courses meet these license requirements.

II.

EDUCATIONAL REQUIREMENTS OF THE LICENSE ACT

The Real Estate License Act of 1975 had several important changes. One of the changes involved the educational requirements for new licensees. Chart I depicts the incremental increases in educational requirements for prospective sales associates and brokers through 1985.

All licensees who meet their specific educational requirements are not affected by these increases with the exception of sales associates who decide to make application for broker licensure. The educational requirements in effect at the time of each application prevail. An example of this circumstance would be a sales associate who receives an original license in 1979 and submits a broker application for licensure in 1981. This person is under the 1981-82 broker requirement of 36 semester hours.

All educational requirements are semester hours or their equivalent. Clock hours equate to a semester hour on a 15 to 1 basis. For example, the 1979 sales associate's educational requirements of 12 semester hours would be equivalent to 180 clock hours (12 x 15).

Proprietary school courses and college level continuing education courses are usually offered on a clock hour basis. Licensees should use the 15 to 1 formula for keeping track of their equivalent educational requirements.

CHART I

1975 REAL ESTATE LICENSE LAW

Educational Requirements For

Prospective Licensees

JANUARY 1	SALES ASSOCIATE	BROKER
1979	12 Semester Hours*	15 Semester Hours*
1981	21 Semester Hours*	36 Semester Hours*
1983	36 Semester Hours*	48 Semester Hours*
1985	ONE LICENSE ONLY (For new applicants)	60 Semester Hours*

LICENSE TO PRACTICE REAL ESTATE

* Semester hour courses or a course of study accepted by the Texas Real Estate Commission as being equivalent to the courses offered by accredited colleges and universities.

RELATED COURSES FOR EDUCATIONAL REQUIREMENTS

Many individuals have completed college level courses in fields highly related to real estate. The Texas Real Estate Commission evaluates college transcripts containing these courses and has developed the following guidelines. Transcripts may be submitted to the TREC with the licensure application or prior to application.

SALES ASSOCIATE EDUCATIONAL REQUIREMENT

Twelve semester hours (180 classroom clock hours) are required for application for salesman licensure. There are no additional education requirements for annual certification for applications accepted after January 1, 1977.

Acceptable courses for 1979-81 sales associate educational requirements:

One real estate course is required and must include at least 30 classroom hours of a core course in "real estate." Such course will have "real estate" in the course title and/or will reflect emphasis on real property subject material in course description or syllabus. Core courses usually are called real estate fundamentals or principles, real estate law, real estate finance, real estate property management, real estate marketing, real estate brokerage or real estate appraisal. (Real estate math is not acceptable core courses). No two courses with the same course title or content accepted. Remaining hours may be filled with real estate course(s) from previously listed core courses (not the same subjects). Intermediate, advanced, or specialty courses, such as real estate law II, real estate appraisal II, farm and ranch properties, real estate trends and problems, syndication, title and closing, taxation, construction, etc., are acceptable.

Acceptable non-real estate subject areas if combined with real estate course (only one course in each subject area acceptable). An entry level course such as intro to, principles, basic or fundamentals or other titles as individually shown: Business (policy, enterprises); finance (personal, business, corpcration); marketing (management); economics; accounting; math (bus. & eco., finance, business, algebra, calculus - cannot be combined with R. E. math); management (personnel); law (business, legal env. of business); speech; english. The following specific courses: mortgage lending; urban problems; urban development; business or managerial communications; psychology (business, applied, industrial, or managerial). Courses not listed above which are submitted for review shall be submitted along with their official catalog description clipped or reproduced directly from the college catalog.

BROKER EDUCATIONAL REQUIREMENT

Two years experience as an actively licensed real estate salesperson during the 36-month period immediately preceding the filing of an application is required.

Fifteen semester hours (225 classroom clock hours) are required for application for a broker license. (36 semester hours beginning in 1981)

Courses approved for salesperson licensure count toward the 15 hour requirement and must include at least 30 classroom hours in a real estate core, advanced or specialty course. Real estate math is not acceptable for the 30 classroom hour requirement. Multiple courses may be counted toward broker educational requirements, i.e., Accounting 201, 202, Economics 201, 203, etc. No two courses with same course title or content accepted. Other acceptable non-real estate subject areas: urban sociology, urban sociology, rural sociology, investments, investment analysis and advertising.

Advanced education in law, architecture, engineering, and education may contain credit.

Courses not listed should be submitted along with their official catalog description.

III.

SOURCES OF REAL ESTATE EDUCATION

BY STATE PLANNING REGION

Chart II divides the state into planning regions. Chart III lists the community colleges, four-year institutions and proprietary schools which offer real estate courses in each region. To identify institutions in your locality which offer real estate courses, locate the region in which you reside, then turn to the number of that region in Chart III. The institutions are listed opposite the number.

Since educational institutions are constantly developing and upgrading their course offerings, this chart should be used as a general guide only. Contact the institution in your area for specific information concerning its real estate offerings.

CHART II

STATE PLANNING REGIONS

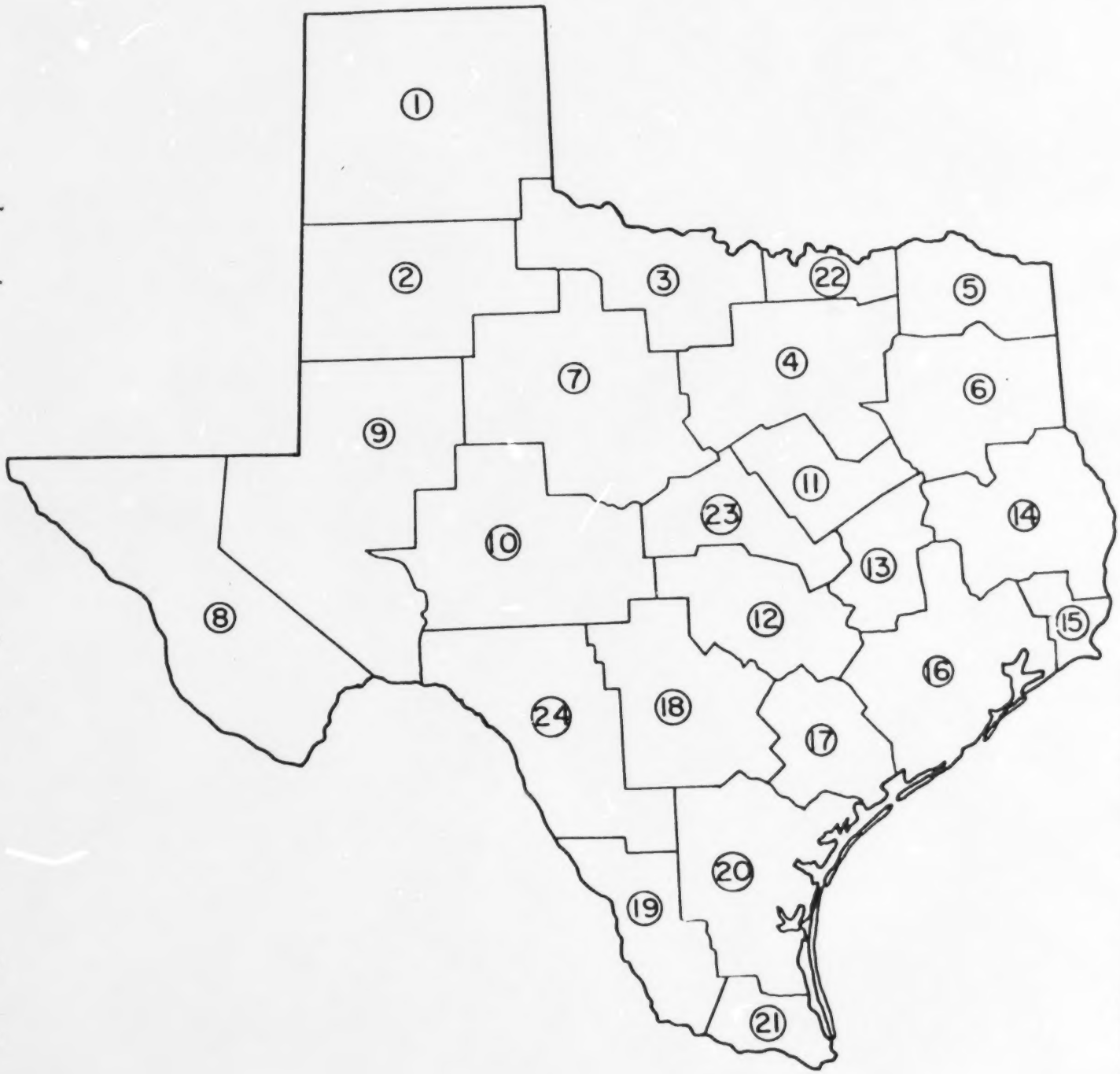

CHART III

Educational Institutions

Region	Educational Institutions	Real Estate Coordinator/Supervisor	AC	Telephone
1 (Amarillo)	Amarillo College	Dan Trew (credit) Clair Mayes (clock hours)	(806)	376-5111 Ext. 387 376-5111 Ext. 361
	Frank Phillips College	Andy Hicks		274-5311
	Clarendon College	Beryl Clinton		874-3571
	West Texas State University	Zeke Marchant		656-0111
	Texas Realtor's Institute (Amarillo Board of Realtors)	Marolyn Comer	1-800-252-9155	
	American College of Real Estate		1-800-292-5223	
2 (Lubbock)	So. Plains College-Levelland -Plainview	Rohlin Sullender Dan Shockey	(806)	894-9611 293-3605
	Lubbock Occupational Center			894-9611
	Texas Technological Univ.	Karl Guntermann		742-2196
	Lubbock Christian College	Steven Lemley		792-3221 Ext. 203
	Texas Realtor's Institute (Lubbock Board of Realtors)	Brownie Brownlee		795-9533
	Southwest College of Real Estate	Wanda Collier		744-7627
3 (Wichita Falls)	Vernon Regional College	Sam Walser	(817)	552-6291
	Midwestern University	Kurt Kreiselmaier		692-6611
	American College of Real Estate	Paula Gilbert		322-0739

Region	Educational Institutions	Real Estate Coordinator/Supervisor	AC	Telephone
4 (Dallas)	Dallas County Community College		(214)	
	---Brookhaven	Jim Parish		746-5115
	---Eastfield	Kathy Kurtz (clock hour)		746-3113
	---Mountain View	Terri Mahaney (clock hour)		746-4115
	---Richland	Richard Chumbley (credit) Vicky Bishop (clock-hour)		746-4517 746-4504
	---North Lake	John Baen (credit) Rick Bolin (clock hour)		659-5299 659-5200
	---Cedar Valley	Judith Milling (clock hour)		746-4800
	---El Centro	Ray Witherspoon (clock hour)		746-2191
	Navarro College	Marvin Ray		847-6501
	Bishop College	Oscar Olchyk		372-8000
	Dallas Baptist College	Edmond Lacy		331-8311
	East Texas State University	Ed Manton		886-5684
	North Texas State	Tom Pearson		788-2311
	Southern Methodist University	Robert Harvey		692-3005
	University of Dallas	Robert G. Lynch		438-1123
	University of Texas, Dallas	J. C. Posey		690-2204
	University of Texas, Arlington	William Weaver	(817)	273-3705
	Commercial College	C.E. Seal, II		387-4761
	Dallas Ind. School Dist. (Adult Ed.)	Hazel Wylie		388-2101
	Massey Realty College	Ruth Fagan		528-7530
	Real Estate Career College	Dick Morrison		243-7821
	Real Estate Training Inst.	Dick Smith		350-1236
	Texas Realtor's Institute (Dallas Board of Realtors)			637-6660
	Universal Real Estate College	James Stecki		661-1745

Region	Educational Institutions	Real Estate Coordinator/Supervisor	AC	Telephone
4 (Fort Worth)	Tarrant County Junior College		(817)	
	---Northeast Campus	E. W. Phares (credit)		281-7860
		G.E. Irby (clock hours)		281-7860
	Texas Christian University	Tom Terrell		921-7546
	Tarleton State University	Steve Stead		968-2169
	American College of Real Estate			1-800-292-5223
	Ft. Worth Ind. School Dist. (Adult Ed. Center)	David Wooldridge		332-7544
	Real Estate Career College	Barbara Morrison		589-0386
	Real Estate Training Institute	Lynn Purvis		335-5311
	Texas Realtor's Institute (Ft. Worth Board of Realtors)	Waymon D. Clark		336-5165
	Weatherford College	Paul Fuller (dean)		594-5471
5 (Texarkana)	Paris Junior College	Felix Gibson (dean)	(214)	785-7611
	Texarkana College	Herman Barnett		838-4541
	East Texas State University, Texarkana	Bill Hinton		838-6514
	Texas Realtor's Institute (Texarkana Board of Realtors)	Cliff Varnon		794-2566

Region		Educational Institutions	Real Estate Coordinator/Supervisor	AC	Telephone
6 (Tyler)		Henderson County Junior College	Max Logan (director)	(214)	675-6214
		Kilgore College	R. C. Welch		984-8531
		Panola College (Carthage, Texas)	John Hoffman		693-3836
		Tyler Junior College	C.E. Keasler		593-4401
	*	Texas Eastern University	George Joyce (dean)		566-1471
		American College of Real Estate (Longview)	Ken Richardson		757-5741
		Texas Realtor's Institute (Longview Board of Realtors)		1-800-	252-9155
7 (Abilene)		Western Texas College (Snyder)	Gene McClurg (dean)	(915)	573-6927
		Cisco Jr. College	Gerald Bint (dean)	(817)	442-2567
		Ranger College	Beryl McKinnerney (director)	(817)	647-3234
		Abilene Christian University	Overton Faubus	(915)	677-1911
		McMurray College	Manuel Flores		692-4130
		Hardin Simmons	Linda Catlett		677-7281
		American College of Real Estate (Sweetwater)	Jo Scott		235-8441 Ext. 40
		Southwest College of Real Estate	Bobbie Hooker		677-9145
8 (El Paso)		El Paso Community College	Karl Kuehn	(915)	594-2472
		University of Texas, El Paso	Bill Martin		747-5185
		Sul Ross State University	Travis Fowler (credit) Janet Bowers (clock hour)		837-3461
		Academy of Real Estate	Ralph Scoppa		772-7300
		Jones Real Estate College	Rathreul Anderson Jr.		779-3582
		Massey Realty College	Don Beardsworth		566-8644
		Texas Realtor's Institute (El Paso Board of Realtors)		1-800-	252-9155

Region		Educational Institutions	Real Estate Coordinator/Supervisor	AC	Telephone
9 (Midland-Odessa)		Midland College	Marshall Box (vice president)	(915)	684-7851
		Odessa College	Sid Streicher		337-5381
		Howard College	Theron Lee		267-6311
	*	University of Texas, Permian Basin	Edwin Stuart		367-2011
		American College of Real Estate		1-800-	292-5223
		Southwest College of Real Estate	Bobbie Reynolds		682-9431
10 (San Angelo)		Angelo State University	Bill McKinney (credit) Don Hale (clock hour)	(915)	942-2002 942-2339
		Amer. College of Real Estate	Collene Salloe		653-1025
		Southwest College of Real Estate	Rick Betts		944-8513
11 (Waco)		McLennan Community College	Al Pollard (dean)	(817)	756-5201
		Hill County Junior College	Angie Vail		582-9571
		Baylor University	Walstein Smith		755-1211
	*	Mary Hardin Baylor	Beatrice Huston		939-5811
		American College of Real Estate	Pat Blough		752-0950
		Texas Realtor's Institute (Waco Board of Realtors)		1-800-	252-9155
12 (Austin)		Austin Community College	Vaughn Miller	(512)	476-6381
		University of Texas, Austin	Steve Phyrr		471-4368
	*	St. Edward's University	Leo B. Osterhaus (dean)		444-2621
		Southwest Texas State University	Leland Wilson (dean) Michael Pearson (appraisal)		245-2175
		Southwestern University	Rose Knotts		863-6511
	*	Texas Lutheran College	Elton Bohmann		379-4161
		Academy of Real Estate	Sharon LaPine		837-3208
		Amer. College of Real Estate	John Mettling		451-7461
		Texas Realtor's Institute	Tony Meeks		836-8630
		Austin Board of Realtors	Gerry Couch		454-7636

Region	Educational Institutions	Real Estate Coordinator/Supervisor	AC	Telephone
13 (College Station)	Blinn College	Lois P. Trahan	(713)	836-9311
	Texas A&M University	Richard Haney		845-3514
	Texas Association of Realtors (Bryan/College Station Board of Realtors)		1-800-	252-9155
	American College of Real Estate	Betty Garrett		846-0171
14 (Nacog-doches)	Angelina College	H. Kelley Jones	(713)	634-7744
	Stephen F. Austin University	Weldon Smith		569-3103
	Universal Real Estate College, Inc.	Bill McWhorter		564-2679
15 (Beaumont	Lamar University (College of Technical Arts)	Alice Cater	(713)	838-8817
	Lamar University at Orange	Hyman Taylor		883-7750
	Lamar University at Port Arthur	Patricia Wheless		985-5561
	American College of Real Estate	Barry Goodman		898-3250
	Christian School of Real Estate	Bill Christian		866-1827
	Texas Realtor's Institute (Beaumont Board of Realtors)		1-800-	252-9155

Region	Educational Institutions	Real Estate Coordinator/Supervisor	AC	Telephone
16 (Houston)	Houston Community College	Ray Moore	(713)	524-8111
	---Cy-Fair Campus	Tom Morton		466-6654
	North Harris County College	Harry Baker		443-6640
	San Jacinto College			
	--- central campus	Gwen Tilley		476-1501
	--- north campus	Maurine Wilson		458-4050
	---Dobie Extension Center	Noel Genoway		481-6646
	---Clear Creek Extension	Jerry Wendt		
	Lee College (Baytown)			
	College of the Mainland	Bill Sowers		938-1211
	Brazosport College	Sybil Thompson		265-6131
	Wharton County Jr. College	Mitchell Ammons (dean)		532-4560
	Alvin Community College	Dan Baake		331-6111
	Galveston College	Bill Litzman		763-6551
	University of Houston	James R. Morris (credit) Terry Ford (clock hour)		749-1011 749-2482
	University of Houston (Downtown)	Harland Doak Ed Jackson (clock hour)		749-1993 749-3061
*	University of Houston (Clear Lake)	Thomas Strickland		488-7170
*	University of St. Thomas	J.B. Cirincione		522-7911
*	Houston Baptist University	Vivian Simon		777-7426
*	Prairie View A&M	B. Rollins		443-6289
	Sam Houston State University	John McGee		295-6211
	Alief Community Evening School	Tom Draper		498-8110 Ext. 320
	Ahrens School of Real Estate	Kenneth Ahrens		528-5455
	Academy of Real Estate	Fred Causey		680-8339
	American College of Real Estate			
	--- Conroe	William A. Preston		273-2506
	--- North Houston	Peggy Crawford		440-3310

Region 16 --- Continued ---

Region	Educational Institutions	Real Estate Coordinator/Supervisor	AC	Telephone
	Gulf Coast School of Real Estate	Mrs. Louise Duncan		621-8591
	Houston Institute of Real Estate	George Wagner		622-7080
	Jones Real Estate College, Inc.	James E. Howze		777-3873
	Massey Realty College	P. E. Compton		521-0426
	Real Estate Training Institute	Alex Binkley		977-1630
	Spencer School of Real Estate	Mrs. Marsha Spencer		981-1030
	Texas Realtor's Institute (Matagorda Board of Realtor's) Bay City	John Gibson		245-4829
	Texas Realtor's Institute (Houston Board of Realtors)			629-1900

Region	Educational Institutions	Real Estate Coordinator/Supervisor	AC	Telephone
17 (Victoria)	Victoria College	Claude Talley	(512)	573-3295
	Victoria Board of Realtors	Dot Watson		573-2511
18 (San Antonio)	San Antonio College	Bob Goforth	(512)	734-7311
	St. Phillip's College	Mary Gilford		532-4211
	Schreiner Institute			
	* University of Texas, San Antonio	Dr. Louis Mandel		691-4315
	* Trinity University	Tom Broersma		736-7601
	Academy of Real Estate	David Rosow		349-5438
	American College of Real Estate (San Antonio)	Dave Distlehorst		653-7771
	(Kerrville)	John Schevrer		896-4227
	Real Estate Training Institute	Lynn Purvis		342-4774
	Texas Realtor's Institute (San Antonio Board of Realtors)	Foster Edwards		696-8400
19 (Laredo)	Laredo Junior College	Tom Guajardo	(512)	724-3611
	American College of Real Estate	Hector X. Gutierrez		723-2940
20 (Corpus Christi)	Del Mar College	Ken Combs (credit)	(512)	881-6344
		Tony Garcia (clock hour)		
	Bee County College	Fred Blake		358-8973
	* Corpus Christi State University	John M. Richards (dean)		991-6810
	Texas A&I, Kingsville	Joe Rossman (John Nash)		595-2501
	American College of Real Estate	Neva Jones		993-0151
	Alfred Edge - Hall Institute	Alfred Edge		854-0527
	Texas Realtor's Institute (Corpus Christi Board of Realtors)		1-800-252-9155	

Region	Educational Institutions	Real Estate Coordinator/Supervisor	AC	Telephone
21 (Brownsville)	Texas Southmost College	Larry Jokl	(512)	546-7121
*	Pan American University	Robert McMichael (dean)		361-3311
	American College of Real Estate			
	(Brownsville	Sherri Briggs		542-1717
	Edinburg	Tony Ortega		381-3366
22 (Sherman)	Cooke County College	Bill Williams	(817)	668-7731 Ext. 30
	Republic Realty College	James Latham		267-6731
	Grayson County College	B. J. Dean (director)		465-6030
*	Austin College			
23 (Temple-Killeen)	Central Texas College	Stan Laney	(817)	526-1154
	Temple Junior College	Jack Caesar		773-9961
	American Technological University	Cliff Barbee		526-1127
	Hall Institute	Cliff Barbee		526-6434
	Texas Realtor's Institute (Fort Hood Area Board of Realtors)			1-800-252-9155
24 (Uvalde-Del Rio)	American College of Real Estate (Del Rio)	Mary Williams	(512)	774-2728
	Southwest Texas Junior College	Adolph Gottschalk		278-4401
	Sul Ross State University			
	---Del Rio Extension Center	Michele Sabino		
	---Uvalde Extension Center	Bill Tindol		278-3443

* Limited Real Estate Course Offerings

IV

TEXAS COLLEGE, UNIVERSITY AND PROPRIETARY SCHOOL REAL ESTATE COURSE OFFERINGS AND ENROLLMENTS

The following information is based on a TRERC survey of Texas colleges, universities and proprietary schools. The information represents more than a 90 percent response and reflects enrollments for the 1975-76 school year and approved course offerings for 1977-78.

General Findings

Eighty-three Texas institutions of higher learning reported offering real estate courses during the 1975-76 school year. Those courses were attended by 28,890 people. In addition to those courses, three universities--Southern Methodist, Dallas; Texas Tech, Lubbock; and West Texas State, Canyon--offered real estate courses by correspondence.

Fifteen proprietary schools reported offering real estate courses with additional enrollments of 19,543. Several of the proprietary schools have multiple campuses or offer extension courses.

Community Colleges

Forty-four community colleges offered real estate courses with an enrollment of 16,965. The most frequently offered course was real estate appraisal (52). This number reflects the 10 colleges reporting two or more appraisal courses. Other courses and the number of colleges were: principles (49), finance (44), law (36) and brokerage (26). This was the second consecutive reporting period in which

there was a larger percentage of courses being offered for credit (61 percent) than for noncredit. Colleges with the largest enrollments included: Houston Community College (3,087), San Jacinto College (1,250), Amarillo College (1,114), Dallas-Mountain View (800), Dallas-Richland (752) and Austin Community College (750).

The trend toward real estate industry professionalism has created a need for specialized real estate degree programs in the community colleges. Thirty-five community colleges either offer or propose to offer an associate of applied science degree in real estate. This degree is primarily designed to provide occupational competence within the real estate career field.

Senior Colleges

Thirty-nine senior colleges offered real estate courses with an enrollment of 11,925 students. The most frequently offered courses included: principles (36), special (25), finance (21), appraisal (20) and law (20). Special courses included seminars, topics, problems, trends, taxation and exchanging.

Over 92 percent of the senior college real estate offerings were on a credit basis. Universities with the largest enrollments included: University of Houston (3,000), University of Texas at Austin (1,282), Southern Methodist (1,103), North Texas State (800), Texas A&M (775) and Southwest Texas State (525).

Most senior level institutions offer real estate courses in the college of business on an elective basis. Universities which have or propose to offer real estate concentrations include: Baylor, East Texas State, Hardin Simmons, North Texas State, Angelo State, Southern Methodist, Southwest Texas State, Texas A&I at Kingsville, Texas A&M, Texas Tech, University of Texas at Austin, University of Texas at Arlington, University of Texas at El Paso, West Texas State and University of Houston (main campus).

Proprietary Schools

Fifteen proprietary schools reported offering real estate courses with an enrollment

of 19,543 students. The most frequently offered courses included: principles (24), fundamentals (15), law (7), finance (4) and marketing (4).

Proprietary schools offer their courses on a day, evening or weekend format which allows the student flexibility in determining his or her schedule.

The following charts reflect the real estate courses that were approved for the 1977-78 academic year.

CHART IV

COMMUNITY COLLEGE CREDIT REAL ESTATE COURSES 1977-78

	PRINCIPLES	PRACTICE	FINANCE	BROKERAGE	APPRAISAL	LAW	MARKETING	TITLE	INVESTMENT	PROP. MGT.	PROP. DEV.	R. E. MATH	SPECIAL	INTERNSHIP
Alvin Community College	1	1	1	1	1	1								
Amarillo College	1		2	1	2	1				1				
Angelina College	1		1	1	2	1						1		1
Austin Community College	1		1	1	2	1	1	1	1	1	1		2	
Bee County College	1		1	2	2	1	1	1		1				1
Blinn College	1		1	1	2	1	1	1		1			2	
Brazosport College	1	1		1	2	1	1				1	1	1	2
Central Texas College	1		1	1	1	1	1			1				1
Cisco Junior College	1		2		2	1	1			1		1		
College of the Mainland	1		1	1	1	1				1				3
Cooke County College	1		1		2	1				1			3	2
Dallas - North Lake	1		1	1	1	1			1	1				2
Dallas - Richland	1		1	1	1	1			1	1				2
Del Mar College	1		1	1	1	1	1		1					1
El Paso Community College	1		1	1	2	1	1			1				
Frank Phillips College	1	1	2	1	3	1	1			1			1	
Grayson County College	1	1	1	1	1	1	1	1		1				
Henderson County Junior College	1		1	1	1	1	1			1				2
Hill Junior College	1	1	1		1	1	1		1					
Houston Community College	1		2	1	2	1	2		1	1	1		1	2
Sub Total	20	6	23	18	32	20	14	4	6	15	3	3	10	19

	PRINCIPLES	PRACTICE	FINANCE	BROKERAGE	APPRAISAL	LAW	MARKETING	TITLE	INVESTMENT	PROP. MGT.	PROP. DEV.	R. E. MATH	SPECIAL	INTERNSHIP
Howard College	1	1	1		1	1						1		
Kilgore College	1	1	1	1	2	1				1				
Lamar Univ. (College of Tech. Arts)	1		1	1	1	1	1		1		1		1	1
Laredo Junior College	1	1	1	2	2	1				1	1			
McLennan Community College	1		1	1	2	1	1		1	1				2
Midland College	1		1	1	1	1	1		1					1
Navarro College	1		2	1	3	1	1			1			1	
North Harris County College	1		1	1	1	1				1	1			
Odessa College	1		1	1	1	1	1			1			1	1
Panola Junior College	1	1	1	1	1	1	1			1				
Paris Junior College	1	1	1	1	1								1	2
Ranger Junior College	1	1	1	1	1	1	1	1		1				
San Antonio College	1		1	1	3	1	1			1				1
San Antonio- St. Phillips	1	1	1		1	1		3		1			1	
San Jacinto College	1		1		1	1		2						
San Jacinto - North	1		1		1	1		2						
South Plains College	1		1	2	1	1		1	1	2		1	1	
Tarrant County - Northeast	1		1	1	1	1		1	1	1			1	
Tarrant County - Northwest	1		1	1	1	1		1	1	1			1	
Tarrant County - South	1		1	1	1	1		1	1	1			1	
Temple Junior College	1		1	1	2	1	1			1		1		1
Texarkana College	1	1	1		1	1	1		1	1			1	1
Texas Southmost College	1	1	1	1	2	1	1		1				1	1
Tyler Junior College	1	1	1		1	1		2		1		1		3
Victoria College	1		1	1	1	1				1				
Western Texas College	1	1	3	1	2	1	1				1			
Total	46	17	52	40	68	45	26	18	15	34	7	7	21	33

CHART V

CREDIT REAL ESTATE COURSES
TEXAS PUBLIC SENIOR COLLEGES AND UNIVERSITIES 1977-78*

	PRINCIPLES	FINANCE	BROKERAGE	APPRAISAL	LAW	MARKETING	TITLE	INVESTMENT	PROP. MGT.	SPECIAL	INTERNSHIP
Angelo State University	1	1		1	1						
Corpus Christi State University	1				1						
East Texas State University	1	1		1	1			1			
Lamar University (BA)	1										
Midwestern University	1										
North Texas State	1	1		1	1				1	10	1
Pan American University	1										
Pan A. - Brownsville	1										
Prairie View A&M University	1										
Sam Houston State	1	1									
Southwest Texas State	1			1	1				1		
Stephen F. Austir	1	1									
Sul Ross University	1	1		1	1						
Sul Ross - Uvalde	1	1									
Tarleton State University	1				1						
Texas A&I - Kingsville	1	1	1	2	1			1		1	
Texas A&M University	1	1			1			1			
Texas Eastern University	1										
Texas Southern University			1								
Texas Tech University	1	1		2	1			1		2	1
Texas Women's University	1									1	
University of Houston (FIN)		1									
University of Houston-Clear Lake		1									
University of Houston - Downtown	1			1	1				1		
University of Texas - Arlington	1	1		1				1		1	
University of Texas - Austin		2		1	1			2		1	
University of Texas - El Paso	1				1		1				
University of Texas - San Antonio		1			1					1	
West Texas State	1	2		2	2					1	
TOTAL	24	18	2	14	16	0	0	8	3	18	2

*Source: Coordinating Board, Texas College and University System, June 1978

CHART VI

CREDIT REAL ESTATE COURSES
TEXAS PRIVATE SENIOR COLLEGES AND UNIVERSITIES 1977-78

	PRINCIPLES	PRACTICE	FINANCE	BROKERAGE	APPRAISAL	LAW	MARKETING	TITLE	INVESTMENT	PROP. MGT.	PROP. DEV.	R. E. MATH	SPECIAL	INTERNSHIP
Abilene	1													
American Tech University	1		1		1									
Baylor University	1		1		1	1								1
Hardin - Simmons University					2	1			2				1	
Huston - Tillotson College	1													
Jarvis Christian College	1													
Lubbock Christian College	1		1	1	1	1			1			1		
Mary Hardin Baylor	1													
McMurry College	1													
Southern Methodist University	1		1		2				1	1			4	2
Texas Christian University	1		1		1	1				1				
Texas Lutheran College	1													
Trinity University	1													
University of St. Thomas	1													
TOTAL	13	0	5	1	8	4	0	0	4	2	0	1	5	3

CHART VIII

TEXAS PROPRIETARY SCHOOL CLOCK HOUR

REAL ESTATE COURSES 1977-78

	PRINCIPLES	PRACTICE	FINANCE	BROKERAGE	APPRAISAL	LAW	MARKETING	TITLE	INVESTMENT	PROP. MGT.	PROP. DEV.	R. E. MATH	SPECIAL	INTERNSHIP
Academy of Real Estate	1	2		1								1	2	
Ahrens School of Real Estate	1	2				1						1	1	
Alief Community Evening School	1	1												
American College of Real Estate	1	2	2		2	2			1	1		1		
Christian School of Real Estate	1	2		1	1	1								
Commercial College	1	2			1		1		1	1			2	
Dallas Independent School District	1	1	1		1									
Fort Worth Ind. School Dist. Adult Ed.	1	1			1	1							1	
Gulf Coast School of Real Estate	1	2	1		1	1								
Hall Institute of Corpus Christi	1	2				1			1			1		
Hall Institute of Killeen	1	2		1	1				1			1		
Houston Institute of Real Estate	1	1	1						1			1		
Jones Real Estate College	1	2			1	1								
Massey Realty College	1	2				1								
Real Estate Career College	1	2					1		1	1		1	5	
Real Estate Training Institute	1	2	1	1	1	1	1	1				1		
Republic Realty College	1	1	1		1									
Southwest School of Real Estate	1	2		1		1								
Spencer School of Real Estate	1	2		1								1		
Society of Real Estate Appraisers					2									
Texas Realtors Institute	1	2	1						2			1	2	
Universal Real Estate College	1	2	1			1								
TOTAL	21	37	9	6	13	12	3	1	8	3	0	10	13	0

TEXAS REAL ESTATE COMMISSION

P. O. Box 12188, Capitol Station

Austin, Texas 78711

Texas Real Estate Commission

Chairman, Franklin A. Jeffers
(806) 373-6655

Vice Chairman, Robert C. Jones
(512) 533-7163

Secretary, Sam Feldt
(713) 961-4144

Members, William C. (Dub) Miller
(214) 522-6040
W. B. (Bill) Senter
(915) 677-1811
Forrest C. Allen
(512) 991-8707

Publications:

Texas Real Estate License Act	$ 1.05
Rules and Regulations of the TREC	$ 2.10
Study Material for the Real Estate Exam	$ 2.10
Study Material for the Broker Examination	$ 3.15

Administrator, Andy James
(512) 475-4247

Assistant Administrator, Wallace Collins

Staff Services Supervisor,
Bernice M. Polvado

Legal Counsel, Mark A. Moseley

Education Officer, Donald C. Roose

Chief Accountant, Alan Waters

Field Representatives:

Winferd H. Thorp (915) 751-7124 - El Paso

James Michael Walker (806) 795-2567
Lubbock

Grover C. Nibor (512) 475-6693 - Austin

Gene Wofford (214) 235-3022 - Richardson

William Ray Reiff (512) 854-7882
Corpus Christi

Judy Bolin (713) 526-2755 - Houston

Victor F. Summers (512) 655-9070
San Antonio

Hubert L. Finch (817) 737-6882 - Ft. Worth

CHART VIII

SALESMAN EXAMINATION LOCATION*

ABILENE

Rm. 300, Abilene Hall
Hardin-Simmons University

AUSTIN

Rm. 117, Sam Houston State
Office Bldg., 201 E. 14th St.

BEAUMONT

Rm. 101, Liberal Arts Bldg.
Lamar University

BIG SPRING

Rm. 205, Horace Garrett
Applied Science Bldg.
Howard College
NOTE: Parking, Stadium Parking Lot

BRENHAM

Rm. 16, Classroom Bldg.
Blinn College

BROWNSVILLE

Rusteberg Hall
Texas Southmost College

CANYON

Rm. 101, Univ. Complex S. Bldg.
West Texas State University

CORPUS CHRISTI

Texas Agricultural Experiment
Station, Hwy. 44 - 3 miles West
at Corpus Christi Airport

DENTON

Rm. 116, Bus. Admin. Bldg.
Ave. "A" and Chestnut Street
North Texas State University

EDINBURG

Rm. 110, Bus. Admin. Bldg.
Pan American University

EL PASO

Rm. 319, Liberal Arts Bldg.
University of Texas at El Paso

FORT WORTH

Rm. 140, G.B. Trimble
Technical High School
1003 West Cannon Ave.

FORT WORTH (TCU)

Lecture Hall No. 1
Sid Richardson Science Bldg.
Texas Christian University

HOUSTON (Univ. of Houston)

Agnes Arnold Auditorium #2
University entrance #6 on Cullen
NOTE: Parking ONLY in Lot 6A,
Cullen at Holman

HUNTSVILLE

Aud., Bus. Admin. Bldg., Sam Houston
State University, 19th at "I" Ave.
NOTE: Parking on Ave. "H" behind
Library, East of Bus. Admin. Bldg.

IRVING (North Lake College)

Rm. B-206, Admin. Bldg.
North Lake College
2000 Walnut Hill Ln., Irving, TX
NOTE: Parking available in N & S Lots,
Please do not use Visitors Parking in
the Circle area.

KILGORE

Rm. 201, Old Main Bldg.
Kilgore College

LUBBOCK

Group Dynamics Rm.
Christian Development Center
Lubbock Christian College

MESQUITE (Eastfield Campus)

Rm. C-295, Campus Center Bldg.
3737 Motley Dr., Mesquite, TX
(Exit Interstate 30 at Motley Dr.)

ODESSA

Rm. 107, Composite-Technology Bldg.
Odessa College

SAN ANTONIO

Rm. 101, Life Science Bldg.
St. Mary's University
2700 Cincinnati Ave.
NOTE: Parking in Lot "D", NW part of campus

TEXAS CITY

Rm. 131, Learning Resource Center
College of the Mainland
8001 Palmer Hwy., Texas City

TYLER

Rm. J-115 Jenkins Hall
Tyler Junior College
Mahon & 5th St.

WACO

Health & P.E. Lecture Hall
McLennan Community College

WHARTON

Rm. 101A, Admin. Bldg.
Wharton County Junior College
NOTE: Examinee parking is NOT permitted in Admin. Lot, front of Admin. Bldg.

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*INSTRUCTIONS FOR EXAMINEES - READ CAREFULLY!**

An applicant is permitted to take an examination ONLY after presenting an original unexpired certificate of eligibility.

All examinees will be required to present positive identification (official photo bearing identification) to the examiner. Failure to do so is grounds for denying exam.

You are advised to allow at least 30 minutes to find parking and not be in violation of parking restrictions or regulations of the host institution. Exams begin promptly on time and late arrival may be reason for denying a person an examination.

Do not contact host institutions for examination information. Direct all inquiries to The Texas Real Estate Commission.

Examinees are permitted to use cordless, noiseless calculators at real estate exams.

Test results will be reported via letter. Telephone inquiries WILL NOT be honored!

INFORMATION CONCERNING TEST DATES AT EACH LOCATION ARE RECEIVED BY THE SALES APPLICANT FROM THE TEXAS REAL ESTATE COMMISSION. DO NOT CONTACT THE INDIVIDUAL LOCATIONS.

UNIVERSITY OF CALIF.
LOS ANGELES

JUL 13 1979

CLEARINGHOUSE FOR
JUNIOR COLLEGES